

Message Text

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PAGE 01 ABIDJA 06923 241101Z
ACTION AF-10

INFO OCT-01 ISO-00 EB-08 /019 W
-----035884 241701Z /43
R 241025Z JUL 78
FM AMEMBASSY ABIDJAN
TO SECSTATE WASHDC 9709
USDOC WASHDC

LIMITED OFFICIAL USE ABIDJAN 6923

USDOC FOR MAJOR PROJECTS

E.O. 11652: N/A
TAGS: BENC, IV
SUBJ: MAJOR PROJECTS: MOTOROLA BID FOR COMMUNICATIONS
CONTRACT IN THE IVORY COAST

REF: A) STATE 178183; B) STATE 165883; C) ABIDJAN 6757

1. AMBASSADOR ACCOMPANIED BY THE DCM AND COMMERCIAL
ATTACHE CALLED ON PTT MINISTER BANGALI JULY 21 TO DISCUSS
MOTOROLA'S BID FOR COMMUNICATIONS CONTRACT. AMBASSADOR
OPENED BY SAYING THAT HE HAD BEEN VERY PLEASED TO LEARN THAT
MOTOROLA HAD BEEN SELECTED BY THE PTT TO SUPPLY MOBILE TELEPHONES
TO THE IVORY COAST. HOWEVER, THE COMPANY HAS EXPRESSED CONCERN
THAT THE CONTRACT HAD BEEN PLACED UNDER REVIEW.

2. BANGALI REPLIED THE PTT HAD RECOMMENDED THAT MOTOROLA
BE SELECTED, BUT UNFORTUNATELY THIS INFORMATION HAD BEEN
PREMATURELY "LEAKED". ACCORDING TO BANGALI, PRESIDENT HOUPHOUET,
WHO IS IN EUROPE, WILL MAKE THE FINAL DECISION CONCERNING THE
AWARDING OF THE CONTRACT AND IS CURRENTLY REVIEWING THE DOSSIER.

3. THE AMBASSADOR EXPRESSED THE HOPE THAT MOTOROLA'S
BID WOULD BE GIVEN DUE CONSIDERATION AND JUDGED ON THE
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MERITS AND SUITABILITY OF ITS EQUIPMENT. HE SAID THAT
USG WANTED TO TAKE SERIOUSLY THE IVORIAN GOVERNMENT'S
REPEATED ASSURANCES THAT IVORY COAST WAS NOT A "GAME
PRESERVE" FOR FRENCH BUSINESS. U.S. BUSINESS HAD
SUFFERED UNFORTUNATE SET-BACK LAST YEAR WHEN U.S. LOW
BID HAD BEEN SET ASIDE ON TELEPHONE SWITCHING CONTRACT.
U.S. FIRMS AND USG WOULD WATCH PRESENT CASE CAREFULLY.

4. BANGALI STATED THAT HE DID NOT KNOW WHEN THE PRESIDENT WOULD BE RETURNING TO ABIDJAN. THE AMBASSADOR REQUESTED THAT BANGALI INFORM THE PRESIDENT IN EUROPE OF HIS DEMARCHE EXPRESSING USG INTEREST AND BANGALI AGREED TO DO SO.

5. COMMENT: AS WE LEARNED WHEN NORTH ELECTRIC'S BID WAS SET ASIDE ON SEITCHING CONTRACT, TELECOMMUNICATIONS IS A COMPETITIVE JUNGLE. TODAY'S DEMARCHE HAS REGISTERED OUR STRONG INTEREST IN MOTOROLA'S PROSPECTS. WE WILL CONTINUE TO MONITOR CASE AND TAKE FOLLOW-UP ACTION IF REQUIRED.

STEARNS

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 24 jul 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 20 Mar 2014
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978ABIDJA06923
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780303-0582
Format: TEL
From: ABIDJAN
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780725/aaaaaviu.tel
Line Count: 76
Litigation Code IDs:
Litigation Codes:
Litigation History:
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Office: ACTION AF
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 78 STATE 178183, 78 STATE 165883, 78 ABIDJAN 6757
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 22 apr 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 1902261
Secure: OPEN
Status: NATIVE
Subject: MAJOR PROJECTS: MOTOROLA BID FOR COMMUNICATIONS CONTRACT IN THE IVORY COAST
TAGS: BENC, IV
To: STATE COM
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/50d2676d-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014